

Experienced in-house Legal Counsel with a proven track in multinational, renewables, technology, chemical, and mechanical industries, in UK, Canada and USA, having previously worked with LATAM area, and currently working as a Contractor/Fee Earner. Qualified in common and civil law possess a unique advantage to guide companies amid the intricacy of those systems, to take an informed decision that complies with the bylaws.

WORK EXPERIENCE

01/04/2015–Present/ **Legal Consultant/ Contractor, United Kingdom & Spain**

- As a remote contractor/fee earner, worked with Sourcing and Procurement teams to define legal requirements, prepared templates, advised on the effect and risks of certain clauses and specific provisions, considering development of regulatory requirements supporting policy related issues. Identified and offered solutions to mitigating legal risks.
- Liaised with Brazilian certification authorities for a E-VTOL company certification process; prepared and negotiated NDA's and distribution agreements.
- Provided legal due diligence for a Spanish trade company negotiating with South American vendors as well as negotiating terms for purchase agreements.
- Prepared the legal framework for a start-up pitch with investment funds to raise capital through unsecured loan notes and/or exchange for company's shares with or without premium.
- Worked for foreign companies and Law Firms to draft, review and implement the European GDPR in order to their clients to be fully compliant to the rules in their dealings directly or through their subsidiaries to European countries.
- Managing, negotiating, and drafting cross/borders commercial contracts, license agreements, international contracts such as Intellectual Property related, confidentiality agreements, licence agreements, commercial contracts, joint ventures, procurement, information technology, distribution, agency, GDPR and Data Protection.
- Legal opinion, drafted templates, trained counterparts and supervised implementation of GDPR compliant rules by a South American company with subsidiaries in Europe to adapt their internal and external procedures to comply with regulations, including the Controller to Processor contracts (C2P).
- Advised on an agreement between a Spanish university and a British company regarding a driverless electric car including Intellectual Property rights, license agreements, patents, trademark, and potential buy out.
- Responsible for reviewing, altering, and adapting cross borders international contracts for a South American Law firm.

01/08/2011–30/04/2014 **Legal Counsel Whitefox Technologies Limited, London (UK)**

- Reviewing, supporting CEO and CFO negotiations with counterparts in Engineering contracts for installation of scalable plants in Canada, Brazil, Guiana, and USA, reporting directly to the Board of Directors
- Cooperatively with the CTO, devised and implemented an in-house IP Code of Best Practices encompassing patent development from the beginning of R&D (including copyright, design drafts, industrial designs, work flows, searches) to facilitate, manage IP sensitive data, to minimize risks and protect company IP.
- Negotiated NDAs to Employees, licensees, and other 3rd parts.
- Managed legal disputes, provided legal advice, instructed outside counsel, and represented in IP litigation cases in different jurisdictions (USA, Canada, and the Netherlands).
- Contract-wise I was responsible for negotiating, drafting, and reviewing a comprehensive range of commercial contracts, including procurement and EPC contracts as well as financial documents such as loan notes, securities, and loans.
- Reviewed and monitored grant application contracts to ensure bylaws compliance.
- Drafted and updated templates ensuring up to date with legal developments.
- Reviewed and propose an alternative for tax issues connected with investment funding and export of scalable skid for demonstration in Brazil.
- Prepared the legal part for an investor's roadshow.

01/07/2010–08/08/2011 **International Consultant & Legal Translator / Insurance Solutions Ltd, LONDON (UK)**

- Consulted for the UK based firm Insurance Solutions Ltd, under the supervision of Mr. Peter Taylor. The work done consisted firstly in translating from English to Brazilian Portuguese a computer system to be launched into the Brazilian reinsurance market as well as commercial contracts. Secondly adapt the system (Insurance management simulation) to the Brazilian Insurance legal framework to comply with solvency margins.

01/03/2009–01/05/2010 **Volunteer/East Herts County Council, Bishops Stortford (UK)**

- Helped the Spanish and Portuguese communities' in the area with Council related issues such as helping to fill forms, acting as a translator for the Council's civil servant and referring matters to the local CAB.



Andrea Cristina Sirena

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Skills

Commercial
Litigation, Corporate Law, Joint Ventures, International Law, Intellectual Property, Litigation, Contract Negotiation, Cross border transactions, Mergers & Acquisitions (M&A), International Contracts

Education

LLB Law, LPC, GDL, LLM,
Bachelor Law degree and MBA

Languages

English / mother tongue
Portuguese/ mother tongue
Spanish /fluent
Italian/basic

01/02/2005–30/11/2006 Lawyer CNA- Companhia Nacional de Alcalis, Rio de Janeiro (Brazil)

- Responsible for the Intellectual Property area, including filling trademarks, design, and patents before the Brazilian IP Office- INPI.
- Assisted the development of the Company's international trade, responsible for the international contracts. Managing, negotiating, and drafting cross/borders commercial contracts, license agreements, confidentiality agreements, licence agreements, joint ventures, procurement, and sales.
- Negotiated debt securities on behalf of the Company, effectively handling a large volume of high-pressure cases, including negotiating a major soda ash importation with securitized debts.
- Managed and reviewed all commercial contracts.
- Responsible for tax administrative and lawsuits.
- Responsible for matters under the jurisdiction of the Brazilian Securities and Exchange Commission.
- Orientated compliance with regulations issued by the Brazilian Central Bank.

01/02/2003–16/12/2005 Pamar Holding, Rio de Janeiro (Brazil)

- Responsible for legal due diligence, audited, and counsel an M&A between a maritime company and mining company operator in South America, focusing on ADR to minimize the financial impacts.
- Acted on advisory role for the holding company as well as the subsidiaries.
- Responsible for the administrative and judicial tax litigation, where one of the subsidiaries was an Insurer Company and an Investment Bank in administration/liquidation process.
- Advised and prepared documents for transport finance (specifically shipping), verifying if in compliance with the Brazilian Central Bank regulations (BACEN)
- Prepared administrative processes and appeals to Maritime Court in Brazil.
- Responsible for the judicial process against wrong charges of the additional (tax) for the renewal of Brazilian mercantile fleet AFRMM.

2002 – 2003 - Polo Bank Correspondent, Rio de Janeiro/ Brazil, Lawyer

- Developed a new product within the microcredit finance area to present one of the leading finance Brazilian Bank (BNDES).
- Provided legal and strategic advice on a wide range of commercial and industry projects and issues, including across new business models.
- Identified, assessed, monitored, managed, and reported on compliance risk in relation to banking products.
- Identify any applicable legal requirements in relation to banking transactions.
- Responsible for the contracts department.
- Advised in capital markets and Brazilian's Central Bank regulations.
- Negotiated with customers in default with the loan repayments
- Represent the company in civil and commercial lawsuits.

1998 – 2002- Enxuta S/A, Brazil, Caxias do Sul-São Paulo/Brazil -Lawyer

- Worked with a multi-departmental group designed to analyse and define an engineering strategy to reduce taxation and allow growth.
- Assisted in the restructure of the companies of the group, including one merger and one takeover.
- Represented the company in Commercial, Civil, Tax and Administrative courts across Brazil.

January 1995 - January 1998 Meirelles Advogados Associados (Lawyer) - Brazil

- Key/Point person for the firm more profitable account at time (ABN Amro Bank) providing legal advice on a range of trading related matters either contentious or non-contentious.
- Advised management, business and back-office functions on legal risks, setting documentation standards,
- Coordinated a group of two lawyers and three paralegals.
- Negotiated alternatives of payment for the clients in default, debtor-in-possession and exit financings.
- Carried out analysis of latest developments in the areas of focus of the role and ensuring dissemination of knowledge, internally and externally.
- Maintained existing precedents and drafting new precedents, especially in those areas which are document intensive.

Skills:




Languages:



Portuguese/ Spanish/ Italian

IT skills:

Microsoft Word, Excel, Power Point package and legal research tools such as PLC, Lexis Nexis, Westlaw and Lawtel

EDUCATION, TRAINING, LANGUAGES

 BPP Law School LLM, Law 2010 – 2012	 BPP Law School LPC, Law 2008 – 2010	 Anglia Ruskin University GDL, LAW 2007 – 2009	<i>Universidade Candido Mendes</i> MSc., Law 2004 – 2006 Rio de Janeiro/Brazil
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	Legal Practice Course	Graduate Diploma in Law	
 FGV - Fundação Getulio Vargas MBA, Economy/Law 2002 – 2003	 Pontifícia Universidade Católica do Rio Grande do Sul LL. B, Law 1990 – 1995	Languages English / mother tongue Portuguese/ mother tongue Spanish /fluent Italian/basic	Skills Commercial Litigation, Corporate Law, Joint Ventures, International Law, Intellectual Property, Litigation, Contract Negotiation, Cross border transactions, Mergers & Acquisitions (M&A), International Contracts